

## Message Text

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ACTION EUR-25

INFO OCT-01 ISO-00 CIAE-00 PM-07 INR-10 L-03 NEA-10

NSAE-00 PA-04 RSC-01 PRS-01 SPC-03 USIA-15 TRSE-00

SAM-01 SAJ-01 FEA-02 SCI-06 OMB-01 EB-11 DRC-01 /103 W

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FM USMISSION NATO

TO SECSTATE WASHDC 4272

DEPT OF COMMERCE WASHDC

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E. O. 11652: N/A

TAGS: BEXP, ETRN, MCAP, NATO

SUBJ: TRADE OPPORTUNITY: FORTHCOMING NATO PROCUREMENT OF 600 HP  
PUMP ENGINES

REF: A) USNATO 0925, B) USNATO 4904; NOV 20, 1972

1. A SIGNIFICANT EXPORT OPPORTUNITY FOR AMERICAN BUSINESS IS ON THE HORIZON AS A RESULT OF RECENT DECISION BY NATO CENTRAL EUROPEAN PIPELINE SYSTEM TO PURCHASE REPLACEMENT PIPELINE PUMP ENGINES THROUGH NAMSA BY INTERNATIONAL COMPETITIVE BIDDING (REF A). THE INITIAL PURCHASE OF 15 ENGINES VALUED AT APPROXIMATELY \$40,000 EACH WILL BE THE FIRST PHASE OF A PROGRAM TO REPLACE A TOTAL OF 90 FRENCH ADN ENGINES, ALL PURCHASES TO BE MADE FROM THE SAME SUPPLIER TO ASSURE PARTIAL STANDARDIZING OF SYSTEM ENGINES. TOTAL PROSPECTIVE SALES OVER A THREE-YEAR PERIOD, WOULD, THEREFORE, BE ABOUT \$3.6 MILLION.

2. AT THIS POINT, THE CENTRAL EUROPEAN OPERATING AGENCY HAS BEEN AUTHORIZED BY THE PIPELINE COMMITTEE TO DEVELOP SPECIFICATIONS AND INFORM NAMSA THAT IT WILL BE USED AS THE PROCUREMENT AGENCY TO EFFECT THE PURCHASE BY THE STANDARD INTERNATIONAL COMPETITIVE BIDDING PROCEDURE. WHILE EXACT AND COMPLETE SPECIFICATIONS ARE NOT KNOWN AT THIS ADVANCED DATE,  
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JUDGING FROM INFORMATION AVAILABLE WHEN THE REPLACEMENT WAS ORIGINALLY CONSIDERED (REF B), THE DIESEL ENGINES REQUIRED WILL BE 600-HP, 1200 P.S.I., NON-SUPERCHARGED TYPE, NOT OVER 1500 RPM.

3. MISSION RECOMMENDS THAT PROSPECTIVE US SUPPLIERS ON THE  
CLEARED BIDDERS LIST BE PROVIDED THIS ADVANCE INFORMATION TO  
ENHANCE THE CAPABILITY OF AMERICAN FIRMS TO FORMULATE AND SUBMIT  
THE MOST COMPETITIVE BIDS WHEN THE INVITATION IS FORMALLY ISSUED  
BY NAMSA. NAMES OF PROSPECTIVE BIDDERS WILL BE REQUESTED AT  
THE APPROPRIATE TIME. RUMSFELD

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